Federal City Performing Arts Association DRAFT
Board of Directors Meeting Minutes

Wednesday, January 28, 1998
2801 M St., NW, Washington, DC

DIRECTORS:	Present: Fred Boykin, Mark Bombaci, Jack Gerard, James Madigan Thom Gibb, Jeff Peirce, Henry Salevsky, Joe Vignali, Ed Wilber,
ABSENT:	Jerry Carpenter, Darrell Lewis, Bill Eadie, Robert York, Jarrin Davis
STAFF:	John Perkins, James Holloway
GUESTS:	Paul Cline, Dan Patton

I. Call to Order

Meeting was called to order at 7:30 by Boykin.

Agenda: Budget issues, closed session brainstorming on budget session.

II. Approval of Minutes

Motion to approve the minutes.
Gibb moved, Vignali seconded, to approve the November 25, 1997 minutes.
Unanimous in favor. Minutes approved.

III. Financial Report

See the Finance Committee report attached to the minutes for detail.

YTD Revenues are ahead of last year. Expenses are also running ahead. We are currently running $4K behind budget. We are not raising money according to budget. Expenses for the December concert are higher than expected. Spring Concert pressures exist – we need to control the spending even though the concert is expected to loose money. Merchandizing area is still an area of concern – revenues are below what is expected.

Danger signs – revenues from CDs not coming in, concert expenses more than anticipated. Cash flows appear behind expectations. The projection shows that April will probably be our next month of profitability. We are projecting now a $44K deficit. Assumptions for that deficit are presented.

Salevsky asked for clarification on budget for the Holiday concert concerning projected ticket sales. Peirce – we have met the budget on ticket sales with the increase of the season subscription. Ticket sales numbers will still rise because people are still paying for tickets and ad revenues are still to be booked to the concert. Salevsky also asked about the comparison to the budget from last year. This point needs clarification. Gibb asked for clarification on accounting for ticket sales on future concerts from the season subscription. Revenue will be added to each but increases in sales of tickets per are not projected. Holloway asks if Oct. concert expenses were charged to the Holiday concert. Clarifications are need with Holloway's assistance. Salevsky asks for clarification of remaining funds for the Spring Concert.

Motion to accept the Finance Report, Vignali moves, Gibb second. Unanimous in favor.

IV. President's Report

Boykin asks the Board of Director's for a motion to extend the third concert period to after Rehobeth instead of after the Cabaret concert in June 27. This clears up problems with membership concerning eligibility. **Gibb moves that the official concert session will be extended to June 27, Peirce seconds the motion.** Vignali asks for a rehearsal period for the last concert. **Unanimous in favor.**

Boykin asks the BOD to think in some very hard lines. We have moved the BOD forward to be a development type unit. The Operations Committee is functioning very well. The Vice President will be chairing the Operations Committee. Boykin asks that BOD make up these $44K of deficit that must be faced. We need to look at the budget as the BOD now instead of just from a special group interests. We need the health of the organization in mind during all these discussions.

Boykin is please with the community of the Chorus since the December concert. The past few weeks have seen very positive affect on the group. The "Pirates" production is helping to build the Chorus. Boykin asks for the BOD to invite groups of people to the concert. This is the busiest 6-month period known to the Chorus in all these years. Encourage people that they have options in the organizations. We do not always have to do everything on the schedule. Perhaps we are moving to a different level of commitment with the Chorus. Bombaci speaks about growing pains may be evidenced in our budget problems.

V. Music Report

March concert is displaying considerable teamwork between Mark and Greg. We continue to make progress in the Cabaret night. With reference to the European Tour - Venue is placed in Stockholm finally. A Hospice group has also been found for the charity group. Community Outreach – PFLAG agreement was made, no special risers are needed, and our own sound equipment will be used. Pride day in June 7, but we will not be present at the event to sing but we can sell CDs, mailing list, and auditions information can be done. Salvesky will hold the project until someone assumes those responsibilities. Holloway placed a temporary hold on the Chamber Choir productions.

Rep. Advisory Committee – much more helpful group than in the past. It has much more interactive data input gathering information from the Chorus and various members are from different levels in music; various degrees of musical experience. Ideas are very helpful because it can now speak to productions, performance, etc. Jarin Davis is going to join the group. Holloway asks for a motion to make to Rep. Advisory Committee a standing committee and to put it in place of the previous committee. **Peirce moves, Vignali seconds.** Boykin expresses his approval of the group as an active member of the body because of its wide membership. No bylaw requirements are needed. **Vote was Unanimous in favor.** Membership requirements must change to reflect the standing committee.

VI. Executive Director's Report

See the Executive Director's Report of greater details. Perkins reports that the Family and Friends effort has netted $320 for the scholarship program. Concert sponsorship proposals are still out. The auction will be a very time consuming event. Milano will still be the Chair of the auction but he does not want the responsibility for the day to day activities of the event. The **atrium of the Warner** building will be used on **May 2, 1998** for the auction. Auction style is changing to de-emphasize the live auction. The silent auction will be the primary focus.

Proud and Peaceful tapes have arrived. Promotional packages are gone out and requests are coming in.

Perkins attended the GALA management meeting. It was a very helpful event. The networking is so important. The GALA 2000 site was toured in San Jose. The site is all self contained. San Jose is very popular venue for business, but hotel and living sites are being researched.

Holloway express concern about the Cameron deal. Broadcast licenses may be needed. Salvesky indicates that the audio cannot be copied and cannot be stored anywhere – only Turtle Creek are the other group participating in the deal.

Salevsky is excited about Holloway's endeavor to secure "Absolute Vodka".

VII. Old Business

1. Gibb asks for any pending changes to the bylaws. Perkins expresses concern about outside Board Members with reference to Denver Chorus. He indicates that we will need to move forward in that way but we need to move carefully. We need to include other groups of people. Boykin says that it is his experience that there is not an overwhelming application to the BOD. We need a list of skills needed for Board members and recruit those members for the BOD. Gibb indicates that we need to start planning now for determining the number of members of persons elected from the outside and the Capital Club. We need to figure out how to recruit the new members from the groups. Boykin asks that we review the bylaws for any need of review.

2. Planning Meeting for the Future Search conference on next Saturday update is given by Bombaci. Bombaci will put some information together for the group.

VIII. New Business

1. Raffle Project Report - Bed and Breakfast raffle plan reviewed, wants to give some tickets to each BOD member that each will sell those tickets, suggest taking 20 tickets.
2. Cocktail Party – No update
3. Gibb reported that the Steve Kelso might be donating something for the auction.
4. Spring Dinner Event – Event is on hold to find out what dates are being used by the European Tour group.
5. Wilber Idea for fund raiser: Inviting friends to go to Pirates and send them in different forms and Herman will seat them together then come to his house for a post Pirates Pizza Party. Bombaci will also plan a similar item.

X. Executive Session

At 9:05 PM **Vignali moved, Gibb seconded, to enter into executive session. Unanimous in favor.**

At 10 PM Gibb moved that the BOD come out of executive session, Vignali seconded. Unanimous in favor.

XI. Adjournment

Gibb moved, Vignali seconded a move to adjourn. Unanimous in favor.

Special Thanks to Jeff Peirce for acting as secretary for this meeting.

Respectfully submitted,

Jerry Carpenter
Secretary
FCPAA